

Message Text

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UNCLAS ROME 18019

PLEASE PASS TREASURE AND IRS
E.O. 11652: N/A
TAGS: BTRA, IT, US
SUBJ: TRAVEL TO THE U.S. BY EDP EXECUTIVE

SUMMARY

AMEMBASSY ROME HAS BEEN APPROACHED BY ASSISTANT TO PRESIDENT OF ITALSIEL, ITALIAN EDP FIRM, FOR ASSISTANCE IN ARRANGING APPOINTMENTS FOR ITALSIEL'S PRESIDENT WITH AMDAHL INC. OF SUNNYVALE, CALIFORNIA AND OTHER EDP CENTERS, INCLUDING INTERNAL REVENUE SERVICE INSTALLATIONS IN THE U.S.

END SUMMARY

1. ITALSIEL IS ITALIAN GOVERNMENT-CONTROLLED AND IS LARGEST SOFTWARE AND EDP SYSTEMS COMPANY IN ITALY. FOR DETAILED INFORMATION ON ITALSIEL PLEASE REFER TOHCOMPANY'S PROFIEL BROCHURE BEING SENT UNDER SEPARATE COVER. ITALSIEL HAS BEEN RETAINED BY ITALIAN MINISTRY OF FINANCE FOR THE STUDY, DESIG, REALIZATION AND MANAGEMENT OF A TAX REVENUE GENERAL REGISTER EDP CENTER.

2. CONTACT WAS MADE BY FORMER USIS EMPLOYEE, NOW ASSISTANT TO PROF. CARLO SANTACROCE, PRESIDENT OF ITALSIEL. ITALSIEL (SOCIETA' ITALIAN SISTEMI INFORMATIVI ELETTRICI P.A.) IS LOCATED AT VIA ISONZO 21/B, ROME.

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3. FIRM THZY PARTICULARLY WISH TO CONTACT IS AMDAHL, 1250

E. ARQUES AVENUE, SUNNYVALE CAL. 97086.

4. PROF. SANTACROCE HAS RECENTLY VISITED THE BALTIMORE SOCIAL SECURITY OFFICE AND LOOKS FORWARD TO NEXT VISIT TO THE U.S. TO LEARN MORE ON TAX COLLECTION AND RECORD-KEEPING METHODS AND PRACTICAL APPLICATIONS PURSUED THROUGH U.S. ELECTRONIC DATA HANDLING SYSTEMS. WISHES TO SPEND APPROXIMATELY TEN DAYS IN THE U.S. FIRST VISITING AMDAHL--AS HE IS AWARE OF THE ADVANCED TECHNOLOGY IMPLEMENTED BY THIS FIRM--AND OTHER NON-UNIVERSITY EDP CENTER, SUCH AS OHIO REGIONAL COMPUTER CENTER AND NATIONAL CSS IN STAMFORD, CONN. DURING JANUARY OR FEBRUARY 1977 WITH PREFERENCE GIVEN TO FOLLOWING PERIODS: A) JANUARY 10 TO JANUARY 22, 1977; B) JANUARY 24 TO FEBRUARY 4, 1977.

5. PLEASE NOTE THAT PROF. SANTACROCE'S REQUEST FOR ASSISTANCE IS RELATED TO URGENCY OF ARRANGING APPROPRIATE APPOINTMENTS AS ITALSIEL MUST COPE WITH A) VERY TIGHT SCHEDULE FOR PROGRAM SET FORTH BY ITALIAN MINISTRY OF FINANCE AND B) THE FACT THAT ONLY CAREFULLY SELECTED APPOINTMENTS WOULD BRING POSITIVE RESULTS TO PROF. SANTACROCE'S SURVEY.

6. THE EMBASSY RECOMMENDS THAT ITALSIEL'S REQUEST BE BROUGHT TO THE ATTENTION OF EUGENE R. WHITE OF AMDAHL AND TO OTHER EXECUTIVE OFFICERS OF FIRMS OR GOVERNMENT OFFICES THAT, IN CONSIDERATION OF PURPOSE OF SANTACROCE'S VISIT, WILLING TO MEET WITH HIM.

7. COMMENT: EMBASSY BELIEVES THAT SANTACROCE IS STRONGLY IMPRESSED BY AMDAHL'S REPUTATION AND THAT THIS VISIT COULD REPRESENT AN EXPORT OPPORTUNITY FOR AMDAHL OR U.S. FIRMS OF SIMILAR STANDING. END COMMENT

8. PLEASE NOTE THAT ITALSIEL'S TASK IN ITALY WILL INVOLVE RECORD-KEEPING FOR BOTH INCOME TAXES AND IVA (VALUE ADDED TAX), MOST SIMILAR TO U.S. STATE SALES TAX OR FEDERAL EXCISE TAX. EMBASSY THEREFORE SUGGESTS, FOR REASONS OF ECONOMY AND FACILITY, THAT SANTACROCE BE PROGRAMMED TO VISIT A STATE WHERE BOTH A REGIONAL IRS CENTER AND A STATE TAX CENTER ARE LOCATED CLOSE TO ONE ANOTHER AND, IF POSSIBLE, CLOSE TO A MAJOR AIRPORT. VOLPE

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TAGS: BTRA, IT, US
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